

**S A B I T**

SPECIAL AMERICAN BUSINESS  
INTERNSHIP TRAINING



**U.S. DEPARTMENT OF COMMERCE**  
INTERNATIONAL TRADE ADMINISTRATION



The emerging markets of Eurasia present U.S. organizations with unique opportunities for business development and investment. The **Special American Business Internship Training (SABIT)** program builds partnerships and provides technical assistance through training high-level Eurasian managers and scientists in U.S. business practices. These training programs directly support Eurasian economic and civil society development by encouraging market-based reforms, while generating valuable export and investment opportunities for U.S. industry.

By providing innovative training programs that help reduce market access barriers and minimize commercial risks, **SABIT** has assisted more than 1,000 U.S. companies and organizations develop relationships with potential customers, distributors, and partners in Eurasia.

**SABIT** manages two training programs that help to turn partnerships into results:

- **The Grant Program** covers a share of the costs of hosting Eurasian managers and scientists for three to six months of professional training in U.S. based organizations.
- **The Group Program** invites delegations to the United States for four weeks of industry-specific training at sites across the country.



## PROMOTING PARTNERSHIPS, GENERATING RESULTS

- **SABIT** has facilitated \$300 million in export revenue and overseas investment.
- **SABIT** host organizations frequently enter into joint ventures, distribution agreements, and contractual arrangements with trainees.
- Through the transfer of local knowledge from trainees, hosts have achieved continued success in market access areas such as product certification, customs, taxation, logistics, accessing market research and expanding local contact networks.
- **SABIT** host companies have formed cooperative research and development partnerships with Eurasian scientists that have led to the development and commercialization of marketable concepts and technologies.
- Hosts companies operating in Eurasia have expanded relationships with existing partners, and through the **SABIT Alumni network**, have increased the reach of their commercial presence across Eurasia.
- The **SABIT Alumni network** (representing over 3,300 leaders from business and scientific communities) continues to leverage SABIT training to drive market-based reforms, develop civil society institutions, and promote economic growth in Eurasia.

For specific examples of how organizations have used **SABIT** to achieve results in Eurasia, visit [www.mac.doc.gov/sabit](http://www.mac.doc.gov/sabit).



## **SABIT GRANTS FACILITATE INTERNATIONAL COOPERATION**

**SABIT** offers competitive grants to U.S. organizations to cover a share of the costs of hosting mid- to senior-level Eurasian managers and scientists for three to six months of professional training in U.S. business practices. Any profit or non-profit organization or institution may apply. The **SABIT Grant Program** is ideally suited for small and medium-sized businesses that are new-to-market exporters looking to establish long-term relationships with potential customers, distributors, and partners.

U.S. host organizations build partnerships and explore commercial opportunities with Eurasian managers by providing hands-on professional training. This extensive training program enables host organizations to meet specific objectives and achieve success in Eurasian markets.

Structured as reimbursable awards, the grants cover:

- Round-trip airfare from trainee's home country.
- \$34 per diem for trainee.
- Up to \$750 per month for housing costs.

**SABIT** accepts applications once a year. Register to receive notification when funding is available at [www.mac.doc.gov/sabit](http://www.mac.doc.gov/sabit), or send an e-mail to [sabitapply@ita.doc.gov](mailto:sabitapply@ita.doc.gov).



## CREATING A FORUM FOR BUSINESS DEVELOPMENT AND TECHNICAL ASSISTANCE

The **SABIT Group Program** invites delegations of managers and technical experts to the United States for four weeks of industry-specific training at sites across the country. **SABIT** arranges group logistics and covers costs associated with accommodations, transportation, and simultaneous interpretation.

In addition to attending conferences and industry roundtables, trainees visit a variety of public and private sector companies, institutions, and associations. Host organizations volunteer to share their knowledge and expertise with delegations through presentations and site visits, which vary in length from a few hours to several days. These sessions represent an ideal opportunity for U.S. organizations to expose their products and services to leading decision makers from their industry in the emerging markets of Eurasia.

Organizations interested in hosting a specific delegation are encouraged to contact **SABIT**. A current Group Program schedule is available at [www.mac.doc.gov/sabit](http://www.mac.doc.gov/sabit).

# PAST PARTICIPANTS

**SABIT** programs are responsive to the interests of the U.S. business and scientific communities, and they address the technical assistance needs of Eurasia. Since 1990, more than 1,000 organizations have hosted over 3,300 trainees. Participants conduct business in various sectors, such as energy, telecommunications, agribusiness, transportation, healthcare and scientific research. Small and medium-sized businesses, industry associations, scientific research institutions, and non-profit organizations have all benefited from **SABIT** programs. Participants have included such organizations as:

3M	Kennedy Krieger Research Institute
Albany-Tula Alliance	Koetter Dry Kiln
American Iron and Steel Institute	Lonely Planet Publications
American Road and Transport Builders Association	Louis Berger Group
Association of American Railroads	Maryland Department of Agriculture
Cargill, Inc.	National Perinatal Information Center
Caterpillar, Inc.	National Roofing Contractors Association
Central Fairfax Chamber of Commerce	National Trust for Historic Preservation
Chevron Texaco Corp.	Port of Tampa
Colorado School of Mines	Raytheon
Financial Services Volunteer Corps	SAITCO
Florida Power and Light	Taurus Services
General Electric	U.S. Pharmacopoeia
Goodwill Industries, Inc.	University of Arkansas Medical Sciences
Hoffman International	University of Louisville Research Foundation
Honeywell International	
Kaiser Permanente International	



## SPECIAL AMERICAN BUSINESS INTERNSHIP TRAINING **SABIT**

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